

Real Estate Education Committee
3/3/2016 9:30:00 AM
 Conference Room A

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STATE OF DELAWARE

**REAL ESTATE COMMISSION
 REAL ESTATE EDUCATION
 COMMITTEE**

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AGENDA

I. Call to Order

II. Review and Approval of Minutes

A. Meeting Minutes - February 4, 2016

III. Unfinished Business

A. Discussion Regarding Potential Revisions to Broker's Course Outline

IV. New Business

A. Update from Commission

B. Review of Course Provider Applications

1. International Association of Certified Home Inspectors (InterNACHI)

a. Course Title: Home Energy Efficiency for Real Estate
 Professionals
 Module; 7
 Credit Hours: 4.0

2. McKissock, LLC.

a. Course Title: Lead Alert: A Guide for Property Managers
 Module: 7
 Credit Hours: 3.0

b. Course Title: Urbanization and the 18-Hour City

Module: 7
Credit Hours: 3.0

3. OnCourse Learning dba Career WebSchool

a. Course Title: Prequalifying Your Buyer in Today's Market
Module: 7
Credit Hours: 4.0

4. Real Estate Institute of Delaware

a. Course Title: Short Sale, Pre-Foreclosure & Distressed
Property Training
Module: 7
Credit Hours: 3.0

5. Sussex County Association of REALTORS

a. Course Title: Technology for Listing Agents
Module: 7
Credit Hours: 3.0

b. Course Title: Selling HUD Homes: Making it Easy!
Module: 6 or 7
Credit Hours: 3.0

c. Course Title: Short Sale, Pre-Foreclosures & Distressed
Property
Module: 6 or 7
Credit Hours: 3.0

C. Review of Instructor Applications

1. Marybeth Cashman
Continuing Education: Continuing Education Modules 3, 6, & 7 - Financing

Pre-Licensing Course: Real Estate Sales; Real Estate Mathematics

Broker's Course: Financing

2. Francis McCann, Jr.
Continuing Education: New Licensee Modules 1 - 4; Continuing Education
Modules 1, 2, 4, 6, & 7 - Rental Management

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate
Mathematics

Broker's Course: Brokerage; Valuing Real Property; Financing; Ethics;
Real Estate Investment; Mathematics

3. Colin McGowan
Continuing Education: New Licensee Modules 1 - 4; Continuing Education:
Modules 1 - 6 , Module 7 - Foreclosure, Short Sale, RE Hot Buttons and
Issues

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate
Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Documents; Financing; Ethics; Real Estate Investment; Mathematics

4. Anne Menaquale

Continuing Education: Continuing Education Modules 6 & 7

5. Janet Patrick

Continuing Education: New Licensee Modules 1 - 4; Continuing Education Module 1, 2, 3, 6 & 7-Overcoming Obstacles; Building a Real Estate Business; Balancing Business Success with Personal Wellness; Servicing Clients More Effectively

6. Emma Payne

Continuing Education: New Licensee Modules 1 - 4; Continuing Education Modules 1 - 7

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Ethics

7. Cynthia Thurman

Continuing Education: Continuing Education Modules 3 & 7 - Financing

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing

8. Phyllis Wilson

Continuing Education: Continuing Education Module 7 - Financing

Broker's Course: Financing

D Review of Student Requests for Approval of Continuing Education Activity

1. Morgan Benson

Course Title: Procuring Cause and Conflict Resolution

Course Provider: Century 21 Gold Key Realty

Credit Hours: 3.0

Requesting Approval for Module: New Licensee Module 1

2. Morgan Benson

Course Title: Seller Disclosure

Course Provider: Century 21 Gold Key Realty

Credit Hours: 3.0

Requesting Approval for Module: New Licensee Module 3

3. Andrea Schoenwalder

Course Title: Continuing Education for Brokers

Course Provider: Wisconsin Realtors Association

Credit Hours: 3.0

Requesting Approval for Module(s): 1, 2, 3, 4, 5, or 6

4. Deborah SeBour

Course Title: MREC Agency & MREC Broker Supervision

Course Provider: Real Estate Institute

Credit Hours: 6.0

Requesting Approval for Module(s): 1 & 2

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - April 7, 2016

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.